## 

tumultuous emotions that the average spectator will come away from the latest has called "New York." Presented to a artist she is, in very truth. large audience at the Columbia Theater and admiration, but equally as certainly it awoke expressions of disgust. The vulgarity of its comedy caused the unthinking to laugh; the ribaldry of some of the lines was undoubtedly offensive

play has! Tensely dramatic, even borderworthy of a Balzac or a Victor Hugo-Meeting with a half-popular success with made a fairly well-done picture of certain in the first act. and they are beautifully played, but

thoughts, and noble deeds, why should we—theatergoers, or readers, or viewers of paintings, admirers of art in whatever form—be asked to commend the ignorm—be asked to commend the ignorm

nothing but praise. Scenically, few The play can be improved, that is cerplays have been more fittingly staged; tain. To convey the ideas that are sought realism here has said the last word, even from the solidity of the antique and to be conveyed it is not necessary for so even from the solidity of the antique and to be conveyed it is not necessary for so even from the solidity of the antique and to be conveyed it is not necessary for so even from the solidity of the antique and the last word. even from the solidity of the antique and many swear words; they are dragged in healthy diversion than the morbid, probbeautiful furniture to the well-filled by the heels at every possible opportunity lematical, or salacious.

As for the acting, it could not have have imagination. been surpassed. Here is a veritable triumph for that strikingly clever actress, in this day of changing tendencies and Miss Laura Nelson Hall. Those who re- free thought, hard to determine. One member her work in "The Easiest Way" would like to think that it would not-to will not need to be told of the great believe that the intelligence of the public promise she showed if only a larger op- is sound enough to recognize the mereportunity came her way. It has come; triciousness beneath the strength; to mark she has grasped it, and there will never how the canons of art are violated; be any doubt hereafter as to the quality morals warped to ill uses. We have no of her genius. It is true that the exigencies of the part of Nora Nelson re- ing, the thoughtfulness of the peoplequire her acting throughout to be pitched with whom rests the verdict! to a high key; but no matter how high

the demands, she reaches them, ingulfs them, makes them her own, and even in the most poignant scene, the scene in which she describes her escape from the man who would have ruined her-the man she had to murder-she carried her audience with her, daring and even

Almost as strong a part as that of Miss of merriment, as to come well within the last night, it certainly evoked applause Hall's is that of Mr. Orrin Johnson's, to some; the stark unconventionality of proximate those of classic tragedy, but most of the situations made many gasp! this player does it and does it with fine And yet, with all this, what a grip this convincingness. It was great acting.

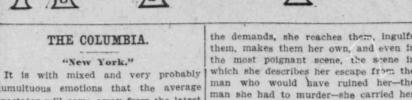
Another great part is that played by ing on tragedy, here are situations Mary Shaw. It is the part of a woman Burrelle particularly. She invariably of the underworld, a second Mrs. Warand when you admit this, you will come ren, such as Bernard Shaw drew. Utter- and hence is the prime cause of most of to see why it is that the author of this ly vile and vicious as the character is, the ludicrous things that happen, and plece has not quite succeeded. This is without one fair line or redeeming trait, there is a constant succession of them in strong meat, this drama, but then Mr. Mary Shaw drew the character to the the play. The dash of pathos is added Hurlbut is so pitiably young! He makes life, nothing extenuating. Her drunken when she realizes that she has been it so evident that he has been bitten by scene in the last act was so close to wearing the cap and bells, and she the craze of the age-so-called realism, actuality as to be disgusting, nauseating, finally marries the best man in the story Frank Craven as Chris McKnight did as a sort of recompense. The ideas of the a realistic play, "Salvation Nell," which very well. He was for a long time with piece are very clever, especially the owed all the esteem it gained to the the Columbia Stock Company, and is well bringing together of circumstances calgenius of its star, he has evidently tried remembered here. He did some clever culated to create hilarious mirth, and the to go himself one better, and to delve work. And so, too, did Mortimer Wel- weakness seems to lie in the dialogue, deeper into that underworld. He has den as Wendall, though he appeared only which at times seems a trifle strained,

phases of it; he has drawn characters, I shall not go into the story of the play-it is too sordid and wretched. It questionably Miss Quinlan in her delinthe trouble is not with the playing, not is not an impossible story, but it is a eation of Miss Patsy. She is full of with the construction, but with the wretched one-the same sort of a story spontaneous humor, which bubbles infundamentals-the entire motive is wrong, that comes out in police records, and, cessantly; has a remarkable personality, except in the worst type of journals, and the art of putting character into "New York" betrays a dramatist with does not get into the columns of the even a farcical role. She is ably assisted a morbid imagination, grafted on to a newspapers. It is a story of sin and by the whole company, and notably by certain knowledge of what boys so love shame and punishment, but if it teaches to call "life," with a capital "L." It is a moral it is clumsly drawn; for if the edy out of the part of Lieut, Crawford, such a terrible mistake to think that this wretched mother sinned and went from a gay young naval man, and Dorothy -such plays as this-are life. There are sin to the gutter, so, too, did the father Tennant, who appears as Helen Burrelle, undoubtedly such people as Mr. Hurl- sin equally, yet, by the grace of the dram- and is charming, as usual, by reason of but causes to walk across the stage; such atist, he is allowed to go from sin to- her striking personality and attractive frightful situations as he has conceived reward. Mr. Hurlbut has written some face. There are numerous other good are by no means impossible, not even im- finely strong lines and some very bad character sketches, including Hardye probable-the mistake is that these things ones. In the first act Orrin Johnson Kirkland, as Admiral Getroy, a testy old stage, and the welcome accorded the curshould be dragged to the glare of the has a speech to his illegitimate son-a seadog; Dan Mason, as Beckman, an rent offering, "A Minister's Sweetheart," footlights. To dwell, gloatingly, in the speech designed to warn him that life- eccentric Teuton, connected with the would seem to indicate that the patrons name of art, on the evil side of life is the only life the son knows about—is not theater; Jennie La Mont, as Mrs. Lynch, to distort life—to picture it not wholly, bound with cafes, not habited with roues an irrepressible Irish wardrobe woman, but biased, on one side only, and that and evil women. It is a bit curious that and Edna Conroy, as Minna Black, a

noble, the mean, the vicious? Is it for the lesson—the supposed moral? Surely it were wiser, saner, to preach—even with the theafer for the pulpit—from more the charite Duveens, that's all they know. The the contained to the current sweeps it aside into the backwaters—and, so, down with the muck at the bottom—and the Charite Duveens, that's all they know. The principally to Miss Quinlan no stagna-

The play can be improved, that is cer--surely an audience may be allowed to

Will such a play succeed? It is indeed, censor but the intelligence, the fine feel-

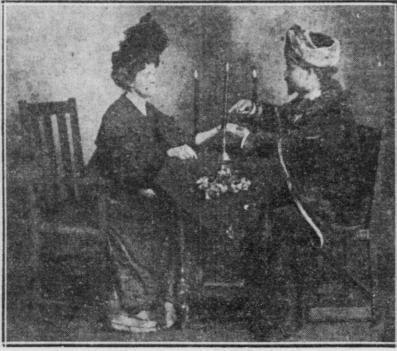


drama by William J. Hurlbut, which he shocking as the scene is. A wonderful

who is always a fine, manly player, but who has seldom, if ever, had a part that allowed him so fully to grasp the range of his possibilities. It is not a light task for a modern man in tailored garments to express emotions so deep as to ap-

So much by way of protest against the tendency of all such dramas as this of Mr. Hurlbut's. In regard to the presentation of "New York" there can be nothing but may be nothing but may be sentenced by the presentation of "New York" there can be nothing but my alice. Scenically for the presentation of "New York" there can be nothing but my alice. Scenically for the production is allowed, and if one desires to laugh away depression of spirits, caused by anything, either real or imaginary, a visit to this production is heartly recommended. These wholesome come-

HECTOR FULLER.



PROF. LEON DeVOUX.

Reading the Palm of the Wife of a Diplomat, and Demonstrating the Occult Art of India in His Private Studio.

GOOD =TO ALL= UCK GREAT HINDOO Clairvoyantand Palmist

PROF. LEON DeVOUX Lost and Missing Friends Promptly Located

If you want to become prosperous, to find out what is best to do, then seek the advice of this clairvoyant, to whom many prosperous men and women owe their present success. He gives a plain statement of facts, and shows you the way to help yourself. The troubled and unfortunate should seek his advice. There is no home so dreary, no life so sad, no heart so lonely, no condition so hopeless that cannot be righted and kept aright after a visit to this wonderful clairvoyant. Is your husband or wife untrue? Does another share the love that is rightfully yours? Have you enemies? Have you a doubtful love affair? Have you lost your lover or sweetheart? Do you want to get them back? Then see this clairvoyant. He will show you just how to do it, and how to bring about a speedy and happy marriage with the one you love and should have.

MEDIUMS DEVELOPED

Through the source of his scientific work he will tell you whom and when you will marry, whether your friends are true or false, your lucky days, months, and years, where to go to gain happiness. He has assisted hundreds out of difficulties who had given up in despair. All who are unsuccessful or unlucky, who are undetermined, dissatisfied, or confronted with any difficulty or trouble whatever, should see him at once, seek his advice, and start aright. HE CAN HELP YOU.

YOU SHOULD CALL

on this gifted man. He will send you home happier, wiser, and better than you ever were before. If you cannot call, write. All correspondence strictly confidential. SPECIAL—The presentation of this advertisement within 10 days will entitle ladies or gentlemen to a thorough Biographical Reading. Formerly \$5, at

Office Hours: 9 A. M. to 11 A. M., and 1 P. M. to 9 P. M. 639 F St. N. W., Opposite Casino Theater

Be Sure that You call on the Third Floor.

the standard set by the principals.

There is another one of those winning THE BELASCO.

"Miss Patsy." While the farce "Miss Patsy," by Sewell Collins, may not be technically perfect, and a little slow in gathering humorous force, it is so permeated with the personality of Gertrude Quinlan, and winds up with such an irresistible burst bounds of healthy, amusing entertain-

The play is principally about Miss Patsy, a companion to Helen Burrelle. the leading woman of a theatrical company playing a summer stock engagement at Annapolis, Md., the same Miss Patsy being a whole-souled and devoted little creature, with a penchant for "fixing" all matters pertaining to the business of her friends, and that of Miss succeeds in "mixing" things, however, a fault which is easily remedied.

The life of the performance is un Wallace Worsley, who gets lots of combackwater-with the beautiful scum, or the out and principally to Miss Quinlan, no stagnarecommended. These wholesome come-

#### THE NATIONAL

"The Echo."

Dancing, dancing, dancing-classic and grotesque, clog and eccentric, Hawaiian and American, single, double, and chorus work-is an epitome of "The Echo," which Bessie McCoy made use of to open the National last night. Everyone dances, from Miss McCoy to the humblest of the chorus men-and chorus men are humble-and they all dance well. Of course Miss McCoy is the premier danseuse of the production, and she well deserves the

It has been some time since the dainty Bessie has been seen in Washington, but those who saw "The Spring Chicken" some three years ago will certainly remember Miss McCoy and her dancingonly at that time she made a specialty of the toe work, in which she falls to return in this piece. It is hard to class her dances-they are all different and all beautifully graceful. Indeed, when one watches her "Spanish fandango" dance near the opening of the first act one cannot but think of the lines of old Sir John

"Her little feet beneath her petticoat Like tiny mice stole in and out, As if they feared the light; But, oh, she dances such a way, No sun upon an Easter day Is half so fine in sight."

In the course of the evening's entertainment Miss McCoy gives half a dozen dances. In the first number, aided by Johnny Scannell, she allows him to attract the greater part of the attention of the audience with his eccentric work, but she comes into her own with her beautiful and weird "Spanish fandango," and ends the act with a grotesque "hobbleskirt" dance. In the second act she contributes a pretty number near the opening, a "Yoodle Doodle Guards" selection (slightly reminiscent of her never-to-beforgotten Yama Yama man), and concludes with a comic number with a bear. In all of these Miss McCoy is graceful, and in all of them she captivates the

But the leading lady is not the only one who "trips the fantastic." Johnny Scannell, whom, we are told, has just graduated from college, does a number of eccentric steps, which, while palpably imitations of a dancer seen at the same theater two weeks ago, are every bit as well done as the original. If Mr. Scannell is a sample of the product of the graduates of New York University, we should look forward with pleasure to next year's graduation class.

John E. Hazzard, who will be remembered here for his work in "The Girls of Gottenburg" and "The Prima Donna." has the leading male role, and, although he does not do much dancing, he has the

he does not do much dancing, he has the song hit of the place, "Heigh-Ho," and also takes part in the only two really funny bits in the play, the burlesque newspaper interview and the dictation to the stenographer, Mrs. Annie Yeamans, who seems to be sixteen instead of seventy-six.

The local enthusiasts had an opportunity to encore when Miss Della Foster made her first appearance as Moly Brewster. With her only song, "It's Never too Late to Learn," a duet sung with Douglas Stevenson, she made an immediate and lasting hit and her encores were nurfierous. Miss Foster is possessed of a soprano voice of excellent range and clarity and her acting and charming personality made one of the individual hits of the evening. It is to be hoped that she will get a part in the near future in which she will have a better opportunity to show her talents. Others in the large cast who added to the general enjoyment were Georgie Drew Mendum, as the new form of the strains of the steamer Vesper, sunk in Upper Choptank filters, with of playing of the steamer Vesper, sunk in Upper Choptank filters, with of playing the singular and scars, but after using D. D. Prescription I can say that now there is no sign of that Eczema and all the carries of the using D. D. D. Prescription I can say that now there is no sign of that Eczema and all other minor forms of skin impurities.

The local enthusiasts had an opportunity to encore when Miss Della Foster make the strain of the carries and the carries of the standard Oil other serious skin diseases that its value is sometimes overlooked in clearing up the serious skin diseases that its value is sometimes overlooked in clearing up the minor forms of skin impurities.

The fact Is, that while D. D. D. is so penetrating that it strikes to the very which has just made its appearance at Gate City. Sect. County, Va., with D. Sheff Lewis, Ir., who received from a submitted at a meeting of the board of directors, showed that the received from all sources amounted to about \$9,00 and the expenditures to

graduates from vaudeville, who with the easily carried off second honors for their Dolly sisters contributed the novel and excellent harmonies and pleasing apdifficult clog dances, and Edgar Halstead pearance. Others on the bill include Daras "the echo." The chorus is a large and mody, the graceful and capable juggler; well trained one, and measures fully up to Musical Gray, with an assortment of CHASE'S.

Polite Vaudeville.

fun and high-class entertainment from beginning to end. The "classy" feature of the bill is Vilmos Westony, a Hunof the first-class concerts. He has won- gagement during the season. derful technique and power of expression His manner is flexible; his tempo excellent. Opening with Bizert's concert fantasy, "Carmen," he so far succumbed to his vaudeville audience as to play several lighter selections, but in response to repeated encores he concluded with a

selection from Richard Wagner that more

than any other served to show his qual-

Hungarian pianist. Gardner Crane & Co. in an entirely a German hunting for a divorce, was exnovel sketch, "The Little Sunbeam." The tremely funny. John E. Cain made a scene is laid in the interior of a Pullman very good foil for Moore, he impersoncar, and the sketch shows the passengers ated the part of a friend who was getting up just as the train is pulling into also looking for a chance to separate Chicago. There is a cleverly told story, himself from a wife. Miss Beattle Evans bright dialogue, and good acting. The is a very fetching leading lady, and has little play is a roar of laughter from be- an excellent voice. Miss May Millar ginning to end, and is worth the price of danced herself into favor, she being

admission alone. Chihuahua Mexican dogs. The conclud- free show last week. ing act on the bill is the Namba Troupe of Japanese acrobats, who perform some rather startling equilibristic feats. The bill is a well-balanced one, as there is not a dull or uninteresting act on it.

### THE ACADEMY.

"A Minister's Sweetheart."

After an absence of several weeks melodrama of the good, old-fashioned variety once more holds the Academy of the house have lost none of their relish for dramatic excitement.

In the present instance Robert Wayne the worst side. When we know that life is full of beauty and clean things, high

position, for, merely to please the playwright, she refuses to disclose her perfectly proper past, and thereby stirs up a full share of trouble. There is Victor Orme, the brave young minister, who defends the sorely tried heroine before all the parish. Not content with his Sunday efforts, he carries appropriate sermons up his sleeve, for daily use, and produces them with the ease of a magician.

Likewise, we have Dora's innocent brother accused of crime by a scheming lawyer, and the "woman with the serpent's tongue," who aids the lawyer in plotting Dora's downfall. Of course without success, for after three and three quarter acts of obliging silence, the schoolmarm speaks, unfolds the story of a father. It is an old theme, but appar- the moving pictures at the Empress The ently one that yet retains its power to ater last night. Besides this innteresting

ence. She deserves credit for her brave taining. The bill changes every day. struggle with a hopeless role. Edith Gray made a hit with her specialty in the schoolroom scene. May Gerald appears as the adventuress, and appears in some Exhibits Well Provided for and Sucstriking gowns. Houston Richards does well in the part of Dick, a fugitive from justice, and Harry Hughes contributes an effective character bit. Louis Hartman, as Judge Lester, might tone down his voice to the advantage of his impersonation. The play is adequately staged; the last scene showing an apple orchard

#### CASINO THEATER.

Vaudeville.

The bill at the Casino Theater this week contains several interesting vaude- of exhibit has been provided for, however, ville acts, not the least of which might be mentioned Huddleston's Animal Cfr- The fair will conclude on Saturday. cus, consisting of twenty dogs and monkeys. The best of the human artists was Mile, Annette de Lestare, who sang several songs illustrated by artistic tab- Boss died at the almhouse here to-day leaux, small scenes appropriate to the at the age of 104. The county officials song, set behind a representation of a twenty years ago secured the date of picture frame, Mile. de Lestare being her birth from a parish register in Ger seen in change of costume for each tab- many. leau. Others who contributed to the enjoyment of large audiences yesterday were Samuel Howard Co., in a comedy sketch entitled "A Woman Hater," who was made to change his viewpoint by the sale whisky house of Brown, Foreman & Co., last wiles of a charming woman; Murray and Hunt, comedians, who sang, played the piano, and in general created laughter; Joyce and Kennedy, who together and individually sang several pleasing numbers, with changes of costume, danced jamin Polish struck an ax on the ground and cut gracefully, and accompanied themselves off an arm. on the piano, and Davis and Davis, who presented a singing and talking sketch from incidents taken from the second act there are 12,000 persons attending the Sunday schools of "The Traveling Salesman." The motion picture plays were unusually interesting, and materially rounded out an excellent entertainment.

#### THE COSMOS.

#### ALL MY PIMPLES GONE.

unique musical instruments, using special scenic and electrical effects; Elizabeth Herold, the little artist whose work in water color and crayon is both rapid and clever; Billy Evans, the "Jolly Tar," pleased, as did Kraft and Myrtle, in their bills at Chase's this week. It is full of novel comedy sketch of Bowery life,

"The Newsies Drama." Owing to unforeseen circumstances, the Pony Circus announced for this week's garian piano virtuoso, whose playing is bill, was unable to play Washington this in every way equal to that heard at some week, but is promised for a later en-

#### THE GAYETY.

Burlesque,

Louis Robie's Knickerbockers held the stage at the Gayety Theater last night and played to a large house. The evening's entertainment comprised two burity. Music lovers of Washington will lettas, "Reno or Racing for a Divorce," miss a treat if they do not hear this and "The Love Kiss," the latter being extremely new in the burlesque line. The laughable hit is made by Mrs. Snitz Moore is the leading comedian, and graceful as well as good looking. In the The bill opens with DeRenzo and La- olio Kip and Kippy carried off the hondue, gymnasts, who do a daring and ors with a novel juggling act. The music exciting act. Hal Merritt, an old favorite is original and the costumes and scenery at Chase's, does some comic drawing and are all new, and as the management some imitations that evoke laughter. The stopped all private theatricals from be-Cooleys and Fays do a blackface song ing held on Eighth street, they booked and dance, quite in the old manner, that for this week a show that is "nearly as is full of snap and go, and Rosina Cas- good," and expect to have the patronage selli presents a well-trained group of of the government clerks who saw the

#### THE NEW LYCEUM.

Burlesque.

Headed by two sterling comedians and a large cast, Williams' Imperials were accorded a rousing welcome at yesterday's matinee and last night's performance at the New Lyceum. The entire show is well staged with original songs, a bevy of pretty girls, and plenty of gorgeous costumes. Harry L. Cooper, George H. Thurston, and William J. Deery are the principal funmakers, and keep up a continual round of clean comedy from beginning to end.

Violet Wilson has the leading feminine part, and won her audiences by her sprightly dancing and singing. The olio consists of four good acts, and the show comes to a close with a rollcking farce.

#### THE MAJESTIC.

With every available seat taken, a good show kept the audiences in good spirits at the Majestic Theater yesterday. The programme includes Rhodes, Rhodes & Winnifred in a comedy tabloid entitled "We Us, and Cupid," which was very entertaining; the Three Original Madcaps, acrobatic dancers; Tweedy and Roberts, yodlers, who sang some very popular songs, and Mattie Walsh, character change comedienne. The majestograph concludes the performance with the latest

#### THE EMPRESS.

Moving Pictures.

A very thrilling war drama, "Dixie," her life, and claims both a husband and was presented in a realistic manner by film, the rest of the evening's bill was Grace Valentine, as Dora looked the very appropriate. The pictures are very part, and won the sympathy of the audi- clear, and the subjects shown are enter-

### LAUREL FAIR OPENS.

The Laurel Four-county Fair, in which the people of Laure! and the country

round about have had their attention centered for many weeks, will open to-day. The County Fair Association bought a large tract of land just east of Laurel some time ago and has been busily engaged in getting it in readiness for the big event. Workmen put on the finishing touches vesterday.

Besides the clatter of the workmen's hammers there was general activity, due to the arrival of exhibits. Every class so there is comparatively little confusion

#### Dies at Age of 104.

Schenectady, N. Y., Oct, 3 .- Mrs. Mary TELEGRAPH BRIEFS. night, entailing a loss estimated at \$50,000. Saranac Lake, N. Y., Oct. 3.-Hiawatha Lodge the Adirondacks, were burned early to-day. Marietta, Pa., Oct. 3.-Falling from the branches Harrisonburg, Va., Oct. 3.-In the district con-

vention held here the fact was brought out that

Cherokee, Okla., Oct. 3.-Fire destroyed the busi-

ness portion of Jet, near here, yesterday afternoon. High winds fanned the flames, which did approx-

which started in the Knerr Board and Paper Fac-

tory, east of the city, resulted in destroying the

entire plant, one of the finest in the State. The

Manheim, Pa., Oct. 3.—Second-crop strawberries

grown outdoors, are attracting attention in Eastern

Dayton, Ohio, Oct. 3.-Fire of unknown

The Torleys, the advertised added attraction of the Cosmos show, proved to be a real head-line act. Theirs is a cycling act which introduces several feats never before attempted in this city. Ber- Pennsylvania; but the only third-crop berries thus nevicci Brothers, Italian street violinists.

## Denton, Md., Oct. 3.-Lawrence B. Towers, owner

of Rockingham County.

mately \$65,000 damage.

loss is \$175,000.

were Georgie Drew Mendum, as the newspaper girl; Ryan and White, recent nell's Drug Stores.

| Great remedy. Henry Evans, 1006 F street nw.; O'Donnell's Drug Stores. | Virtually completed. The building was erected forty-two years ago. A theatrical syndicate, it is reported, is negotiating to purchase the structure.

# CASTORIA

The Kind You Have Always Bought, and which has been in use for over 30 years, has borne the signature of and has been made under his perhat H. Ilitabris. sonal supervision since its infancy.
Allow no one to deceive you in this. All Counterfeits, Imitations and "Just-as-good" are but

## What is CASTORIA

Experiments that trifle with and endanger the health of

Infants and Children-Experience against Experiment.

Castoria is a harmless substitute for Castor Oil, Paregoric, Drops and Soothing Syrups. It is Pleasant. It contains neither Opium, Morphine nor other Narcotic substance. Its age is its guarantee. It destroys Worms and allays Feverishness. It cures Diarrhoea and Wind Colic. It relieves Teething Troubles, cures Constipation and Flatulency. It assimilates the Food, regulates the Stomach and Bowels, giving healthy and natural sleep. The Children's Panacea-The Mother's Friend.

GENUINE CASTORIA ALWAYS Bears the Signature of hat Hetcher.

The Kind You Have Always Bought

In Use For Over 30 Years. THE CENTAUR COMPANY, TT MURRAY STREET, NEW YOR'S CITY.

#### ADVERTISING TALKS.

WRITTEN BY WILLIAM C. FREEMAN.

MR. C. H. C. JAGELS is President of the HOBOKEN BOARD OF TRADE. He is Vice President of the Second National Bank of Hoboken. He is also engaged in the Coal Business-with coal yards located in many parts of Hudson County,

He is about forty years oldfull of energy-straight as a string-and a great booster. It follows, therefore, that HE IS AN ADVERTISER, because no man can be a good booster if he is not a good advertiser.

Mr. Jagels wants lifs city to advertise-just as he decided that his bank had to advertise if it wanted to do more businessjust as he knew that his coal business had to be advertised if he wanted it to grow.

The bank grew, all right-AS THE RESULT OF THE AD-VERTISING - grew fast - because it increased its deposits over One Million Dollars in a very short time, and that is going some, because Hoboken has a population of only about 75,000.

His coal business thrived by the same process. He and his brothers started fourteen years ago with a capital of One Thousand Dollars, and to-day-well, ask anybody in Hoboken about them, and you will be told that they are worth a great deal of money, and everybody will tell you, too, that nobody envies them their prosperity, because they have always been on the level and enjoy the CONFIDENCE of the people in their community.

Now, Mr. Jagels is very anxious about the future prosperity of his Home City. So are 240 other men of Hoboken, his associates on the Board of Trade. They meet once a month for the good of Hoboken, and between meetings they work like beavers through their various committees. They are doing a great work. Hoboken is on the list to advertise.

Mr. Jagels said one thing to me before a recent meeting of the Board of Trade-something that pleased me very much-it showed that he is a man of the right sort.

In speaking of how his coal business succeeded through advertising, he referred to the first horse he bought. He said: "That horse cost me \$315-about onethird of our entire capital. He was a fine horse. He did his work well. Now he is too old to work, and I have pensioned him for the balance of his life. He has every care, and will have as

long as he lives." Wouldn't it be fine for employers to pension employes who have rendered good service when they grow too old to be of fur-

ther use? Note-After Mr. Jagels' bank secured such a noticeable increase in deposits. THE OTHER HOBOKEN BANKS DISCOV-ERED THAT ADVERTISING WAS A GOOD THING. They are all advertising now, some in newspapers and magazines and street cars, and they are all suc-

Banks in any community can obtain results from newspaper advertising.

#### EDITORIAL DUTIES.

I'm editing the Inlook, a helpful magazine, whose scintillating pages are always chaste and clean. It keeps me pretty busy, for editing's no snap; there are no idle hours for the journalistic chap. One day I ride a pony across Wyoming's plain, and rave with joyous cowboys, exulting in the rain, and as the broncho gallops I wield my fountain pen, and write a corking essay to guide my fellow-men. I'm always found attending a banquet every night, and as I eat the victuals I diligently write; one hand is on a pencil, the other on a fork; with one I feed my stomach, with one I feed New York. I make a hundred speeches within a hundred hours, and as I talk I'm writing sage counsel to the powers. I sleep in Pullman coaches, and as I sleep I dream the outline of an essay that sure will be a scream. One day I'm in Chicago, the next in Abiline, still editing the Inlook, a helpful magazine!

(Copyright, 1910, by George Matthew Adams.)

WALT MASON.

That's the time to strike them, when they first come. Strike them hard. Master them completely. No delay, no trifling, no foolishness. Hit your cold Colds hard right from the start. This is the way: a hot footbath, some hot drink. way: a hot footbath, some hot drink, and Ayer's Cherry Pectoral. The cough goes, the inflamed throat membranes are healed. Show these statements to are healed. Show these statements to your doctor. Ask him if every word we say here is not true. Then follow his advice. He knows.

J. C. AYER COMPANY, Lowell. Mas Robust health is a great safeguard against attacks of throat and lung troubles, but reported, is negotiating to purchase the structure. | constipation will destroy the best of health. Ask your doctor about Ayer's Pills.